

Message Text

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PAGE 01 STATE 230966
ORIGIN EB-08

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O 122138Z SEP 78
FM SECSTATE WASHDC
TO AMEMBASSY BONN IMMEDIATE

UNCLAS STATE 230966

FOR ATWOOD, US CIVAIR DEL

E.O. 11652: N/A

TAGS: EAIR, GW

SUBJECT: CIVAIR: SEABOARD CARGO RATES

1. FRG EMBASSY DELIVERED ON SEPTEMBER 11 NOTICE OF
DISSATISFACTION RE SEABOARD CARGO RATES FILED AUGUST
25. QUOTE THE EMBASSY OF THE FEDERAL REPUBLIC OF
GERMANY PRESENTS ITS COMPLIMENTS TO THE DEPARTMENT OF
STATE AND HAS THE HONOR TO COMMUNICATE WITH REFERENCE
TO ARTICLE 11 OF THE AIR TRANSPORT AGREEMENT BETWEEN
THE FEDERAL REPUBLIC OF GERMANY AND THE UNITED STATES
OF AMERICA THAT IT IS NOT IN A POSITION TO APPROVE THE
APPLICATION SUBMITTED BY SEABOARD WORLD AIRLINES OF
AUGUST 25, 1978 - RECEIVED HERE ON AUGUST 28, 1978 -
FOR REINTRODUCTION OF RATES FOR 15 AND 34 TO HIGH
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WEIGHT FREIGHT-ALL-KINDS-SHIPMENTS ON TRAFFIC BETWEEN
OUR TWO COUNTRIES.

AS ALREADY LAID DOWN BY THE GERMAN SIDE IN THE VERBAL
NOTE OF SEPTEMBER 5, 1975, THE NEWLY REQUESTED IN-
TRODUCTION BY SEABOARD WORLD AIRLINES OF RATES FOR 15
AND 34 TO HIGH WEIGHT FREIGHT-ALL-KINDS-SHIPMENTS DOES

NOT INVOLVE GENUINE AIRLINE FARES BUT INDIRECT CHARTER RATES. THIS IS ALSO SHOWN BY THE PURPOSE OF THESE HIGH

WEIGHT RATES WHICH OBVIOUSLY ARE DIRECTED AGAINST THE MINIMUM CHARTER RATES APPROVED BY IATA BUT NOT APPLICABLE ANYMORE SINCE MAY 31, 1975. IN ADDITION, HIGH WEIGHT RATES, ON ACCOUNT OF THEIR MINIMUM WEIGHT LIMIT BEING REACHED BY LARGE BUSINESS FIRMS ONLY, DO NOT SEEM APPROPRIATE TO FULFILL THE REQUIREMENTS OF THE MAJORITY OF THE FORWARDING INDUSTRIES AND AGENTS. THEIR INTRODUCTION, THEREFORE, WILL NOT BE IN THE INTEREST OF THE AIRLINES EITHER.

ON THE OTHER HAND, TO THE GERMAN POINT OF VIEW, THE RATES FOR 10 TO FREIGHT-ALL-KINDS SHIPMENT APPLICABLE SINCE FEBRUARY 1977 TO TRAFFIC BETWEEN OUR TWO COUNTRIES ON THE BASIS OF A RELEVANT IATA ARRANGEMENT, WHICH IS APPLICABLE FROM ALL GERMAN AIRPORTS, TAKES ACCOUNT OF THE REQUIREMENTS OF THE FORWARDING ENTERPRISES.
UNQUOTE

2. SEABOARD WASHINGTON REPS STATED THAT WENDELL STEVENS, SEABOARD VP FOR MARKETING, WHO IS WITH DELEGATION, IS PERSON WHO DEVISED THESE FARES AND THUS CAN PROVIDE RATIONALE FOR THEM. SUGGEST ATWOOD APPRISE STEVENS OF FRG NOTE, OBTAIN BRIEFING ON FARES FROM STEVENS, AND
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THEN DETERMINE IF ISSUE IS SERIOUS ENOUGH TO RAISE WITH GERMANS. CHRISTOPHER

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Message Attributes

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Draft Date: 12 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
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Status: NATIVE
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TAGS: EAIR, GE, US, SEABOARD
To: BONN
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